

Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 00603 211547Z

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ACTION NEA-10

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TO SECSTATE WASHDC 5215
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E.O.11652: N/A

TAGS: BEXP

SUBJ: PRODUCT OPPORTUNITIES - TELECOMMUNICATIONS
2M56 PROGRAM

REF: STATE 6162, 75 TEHRAN 18-55

PARAGRAPHS BELOW CORRESPOND PARAGRAPHS STATE 6162:

1. TRADE OPPORTUNITY DISCUSSED 74 MILAR 1152, 74 STATE 177949 AND 74 TEHRAN 10219 NEVER MATERIALIZED INTO CONTRACT BUT WAS ABSORBED INTO LARGER STRUCTURES PROGRAM, FOR WHICH THERE IS CURRENT TENDER WITH SIX U.S. FIRMS PREQUALIFIED PER 75 TEHRAN 10155 PARAGRAPH 3B, 75 TEHRAN 11155 AND 75 TEHRAN 11710.

2. 75 TEHRAN 10155 PARAGRAPH 3B, 75 TEHRAN 11155 AND 75 TEHRAN 11710 PERTAIN TO STRUCTURES. THESE STRUCTURES WILL HOUSE GTE EQUIPMENT AND WILL CONNECT WITH LINES AND CABLES; HOWEVER CABLES AND RELATED EQUIPMENT ARE ENTIRELY SEPARATE CONTRACT PER PARAGRAPH 4 BELOW.

3. 75 TEHRAN 11710 CONCERNS STRUCTURES PER PARAGRAPHS 1 AND 2 ABOVE; 75 TEHRAN 7156 CONCERNS CABLES PER PARAGRAPH 4 BELOW.

4. EQUIPMENT MENTIONED 75 TEHRAN 11710 PARAGRAPH 1 AS WELL AS 75 TEHRAN 10155 PARAGRAPH 3C, 75 TEHRAN 7156 AND 75 TEHRAN 5646 ALL CONCERN TENDER FOR CABLE AND UNCLASSIFIED

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PAGE 02 TEHRAN 00603 211547Z

RELATED EQUIPMENT. ORIGINAL TENDER (75 TEHRAN 5646)

DID NOT RESULT IN SUFFICIENT HBDDERS, AND ALL PROPOSALS RECEIVED WERE REJECTED IN DECEMBER 1975. TCI IS PRESENTLY RESTRUCTURING TENDER; FINAL DOCUMENTS WILL BE SENT TO PREQUALIFIED FIRMS JANUARY 31 AND BIDDERS' BRIEFING IS SCHEDULED FEBRUARY 15. SEVEN PREQUALIFIED U.S. GROUPS/ FIRMS ARE (A) HINKLES AND MCCOY, AERONEUTRONICS - FORD; (B) PAGE COMMUNICATIONS; (C) BURNIP AND SIMMS, GENERAL CABLE EXPORT; (D) FORTRESS-ICAS, CONTINENTAL TELEPHONE; (E) ITT; (F) LORD ELECTRIC COMPANY, GENERAL TELEPHONE; RCA; (G) SOUTHEASTERN PUBLIC SERVICES COMPANY. IN ADDITION THERE MAY BE SOME OTHER U.S. FIRMS PARTICIPATING IN CONSORTIA HEADED BY NON-U.S. FIRMS.

5. FYI: 75 TEHRAN 5380 IS BLANKET REQUEST FOR U.S. FIRMS TO EXPRESS INTEREST IN VARIOUS PHASES OF 2M56 PROGRAM. END FYI.
HELMS

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